Accoun Info: 557522 WALLACE OIL CO.,INC. 471 NORTH ST MIDDLETOWN Route: 141

51851 3608

Schedule | Add Work Request | Edit Work Request | Inquiry

6 Accounts Selected: DOLSON MOBIL

Performer Type: Retail Rep

Ok

Authorization Name: JIM MALLARDI

Authorization Title: ACC. MGR.

Cancel

Authorization Date: 06/05/97

Activity	Qty	Request Type	Earliest Date	Latest Date	Special Instructions
Fixture/Adv/Special	1	Single	07/01/1997	07/31/1997	Place p.o.s. in window / door, star burst on RJR permanent displays communicating special .40c off per pack promotion on Winstons.
WIN .30 PR: RED	1	Single	07/01/1997	07/31/1997	
WIN PACK DPLY	1	Single	07/01/1997	07/31/1997	

Source: https://www.industrydocuments.ucsf.edu/docs/pxvy0000

Account Info: 557522 WALLACE OIL CO.,INC. 471 NORTH ST MIDDLETOWN Route: 141

51851 3609

Schedule | Add Work Request | Edit Work Request | Inquiry

6 Accounts Selected: DOLSON MOBIL

Performer Type: Retail Rep

Ok

Authorization Name: JIM MALLARDI

Authorization Title: ACC. MGR.

Cancel

Authorization Date: 06/05/97

Activity	Qty	Request Type	Earliest Date	Latest Date	Special Instructions
Fixture/Adv/Special	1	Single	07/01/1997	07/31/1997	Place p.o.s. in window/door, star burst
WIN .30 PR. RED	1	Single	07/01/1997	07/31/1997	
WIN PACK DPLY	1	Single	07/01/1997	07/31/1997	Place Winston .40c off promoted product in the RJR permanent counter displays with star burst / riser cards communicating special price. Place any extra old package promoted Winstons in a temp display if possible. Old package Winston only.

Source: https://www.industrydocuments.ucsf.edu/docs/pxvy0000

Account Info: 557522 WALLACE OIL CO.,INC. 471 NORTH ST MIDDLETOWN Route: 141

51851 3610

Schedule | Add Work Request | Edit Work Request | Inquiry

6 Accounts Selected: DOLSON MOBIL

Performer Type: Retail Rep

Ok

Authorization Name: JIM MALLARDI

Authorization Title: ACC. MGR.

Cancel

Authorization Date: 06/05/97

Activity	Qty	Request Type	Earliest Date	Latest Date	Special Instructions
Fixture/Adv/Special	1	Single	07/01/1997	07/31/1997	Place p.o.s. in window / door, star burst
WIN .30 PR. RED	1	Single	07/01/1997	07/31/1997	Promotion: .40c VPR / buydown on all old packaging of Winstons (Partner accounts only) Timing: July 1st (July only) Implementation: Retail Reps. blackline / sticker all old packaging of Winstons at store level. (.40c off, YES .40c off) Payments: All payments should be made at store level by draft at time of discount and reported.
WIN PACK DPLY	1	Single	07/01/1997	07/31/1997	

Source: https://www.industrydocuments.ucsf.edu/docs/pxvy0000

Account-Info: 557522 WALLACE OIL CO.,INC. 471 NORTH ST MIDDLETOWN Route: 141

51851 3611

Schedule | Add Work Request | Edit Work Request | Inquiry

6 Accounts Selected: DOLSON MOBIL

Performer Type: Retail Rep

Ok

Authorization Name: JIM MALLARDI

Authorization Title: ACC. MGR.

Cancel

Authorization Date: 06/05/97

Activity	Qty	Request Type	Earliest Date	Latest Date	Special Instructions
Fixture/Adv/Special	1	Single	07/01/1997	07/31/1997	Place p.o.s. in window / door, star burst on displys, communicating special promotion on Salems (.20c / .30c off per pack depending on the locations, see 3rd Qt. calendar).
SAL PACK DPLY	1	Single	07/01/1997	07/31/1997	

Source: https://www.industrydocuments.ucsf.edu/docs/pxvy0000

Account Info: 557522 WALLACE OIL CO., INC. 471 NORTH ST MIDDLETOWN Route: 141

51851 3612

Schedule | Add Work Request | Edit Work Request | Inquiry

6 Accounts Selected: DOLSON MOBIL

Performer Type: Retail Rep

Ok

Authorization Name: JIM MALLARDI

Authorization Title: ACC. MGR.

Cancel

Authorization Date: 06/05/97

Activity	Qty	Request Type	Earliest Date	Latest Date	Special Instructions
Fixture/Adv/Special	1	Single	07/01/1997	07/31/1997	Place p.o.s. in window/door, star burst
SAL PACK DPLY	1	Single	07/01/1997	07/31/1997	Promotion: .20c / .30c buydown per pack, depending on the location. Brands: Salems Timing: All prebooks automatically delivered to acc's week of July 1st. Payments: All payments made at chain from invoices supplied by each account. displays: Place 1 temp. display with riser card with discounted Salems.

Source: https://www.industrydocuments.ucsf.edu/docs/pxvy0000

Account Info: 557522 WALLACE OIL CO.,INC. 471 NORTH ST MIDDLETOWN Route: 141

51851 3613

Schedule | Add Work Request | Edit Work Request | Inquiry

6 Accounts Selected: DOLSON MOBIL **Performer Type:** Retail Rep

Authorization Name: JIM MALLARDI **Authorization Title:** ACC. MGR.

Authorization Date: 06/05/97

Ok

Cancel

Activity	Qty	Request Type	Earliest Date	Latest Date	Special Instructions
Fixture/Adv/Special	1	Single	07/14/1997	07/31/1997	Promotion: .20c buydown per pack. Brands: Dorals & Monarchs. Timing: All prebooks automatically delivered to acc's week of July 14th. Payments: All payments made at chain from copies of invoices supplied by each account. P.O.S.: place pasters where possible, star burst on RJR permanent displays communicating special price. ensure displays are fulled with promoted product.

Source: https://www.industrydocuments.ucsf.edu/docs/pxvy0000

Account Info: 557522 WALLACE OIL CO.,INC. 471 NORTH ST MIDDLETOWN Route: 141

51851 3614

Schedule | Add Work Request | Edit Work Request | Inquiry

6 Accounts Selected: DOLSON MOBIL Performer Type: Retail Rep Ok

Authorization Name: JIM MALLARDI Authorization Title: ACC. MGR. Cancel

Authorization Date: 06/05/97

Activity	Qty	Request Type	Earliest Date	Latest Date	Special Instructions
Fixture/Adv/Special	1	Single	08/01/1997	08/29/1997	Place new Winston ads on permanent RJR displays / windows to communicate new Winston No Bull product.
WIN PACK DPLY	1	Single	08/01/1997	08/29/1997	

Source: https://www.industrydocuments.ucsf.edu/docs/pxvy0000

Account Info: 557522 WALLACE OIL CO.,INC. 471 NORTH ST MIDDLETOWN Route: 141

51851 3615

Schedule | Add Work Request | Edit Work Request | Inquiry

6 Accounts Selected: DOLSON MOBIL

Performer Type: Retail Rep

Ok

Authorization Name: JIM MALLARDI

Authorization Title: ACC. MGR.

Cancel

Authorization Date: 06/05/97

Activity	Qty	Request Type	Earliest Date	Latest Date	Special Instructions
Fixture/Adv/Special	1	Single	08/01/1997	08/29/1997	Place new Winston ads on permanent
WIN PACK DPLY	1	Single	08/01/1997	08/29/1997	Promotion: Return all old Winston packaging. Timing: August. Implementation: R/R-S/R- ensure the following. (partner locations only). 1-All returns must be offset by an order of new Winstons equal or greater than the amount returned. 2-Get credit for any discounts (.40c off) from returned old Winston packs. Apply any credits to new Winston packs with VPR`s at .20c off.

Source: https://www.industrydocuments.ucsf.edu/docs/pxvy0000